



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 4, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	12/02/2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Doug Doyle, Kent County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Tim Riale, Professional Member
John Tarburton, Sussex County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson
Dee Hake DeMolen, Kent County, Professional Member
Frani Melda, Kent County, Professional Member

DIVISION STAFF

Jessica Williams. Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR

CALL TO ORDER

Mr. Tims called the meeting to order at 9:40 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Woerner, seconded by Mr. Doyle, to approve the October 7, 2010 minutes as presented. Motion carried with Ms. Reagan and Ms. Hamilton abstaining.

UNFINISHED BUSINESS

Discussion Regarding Proposed Changes to CE Requirements

Mr. Doyle informed the Committee that the Subcommittee met on October 28, 2010 to discuss possible changes to the CE requirements for new licensees. Currently, there is no requirement for continuing education after a licensee completes the real estate pre-licensing class. Any suggestions from the Subcommittee members in regards to the proposed changes should be sent via e-mail to Ms. Williams. The next meeting is scheduled for November 16, 2010 at 1:00 p.m.

Review Draft Regarding Proposed Changes to CE Requirements for First Time Salespersons

At this time, a draft has not been completed due to the Subcommittee having their first meeting on October 28, 2010.

Discussion Regarding the Revision of the Broker's Core Course from the Subcommittee Meeting

Mr. Riale informed the Committee that the Subcommittee met on October 28, 2010. Mr. Riale presented to the Committee the draft of the Broker's Core Course. The Subcommittee proposed that Broker's and Non-Brokers of Record be required to obtain the same amount of CE credits. Mr. Riale explained to the Committee that the Broker's Core Course should be broken in to five required modules which would be three hours in length. He stated that with the Broker's Core Course broken in to modules, that ultimately more CE credits would be required. The five modules would be: Agency & Fair Housing, Ethics, Real Estate Documents, Office Management, and Contemporary Issues. Currently, only 15 credits are required, with the proposal, 21 credits would be required. Mr. Riale answered the Committee's questions regarding the proposed draft. The Committee requested that an actual outline of the proposed course be submitted at the December 2, 2010 meeting.

CE Audit Review

The Committee reviewed the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Mr. Tarburton, seconded by Mr. Riale, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. Riale, seconded by Ms. Hamilton, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion unanimously carried.

4.2.1 Course Provider: Long & Foster

4.2.1.1	Course Title:	Social Networking for Real Estate Professionals	Approved
	Credit Hours:	3.0	

4.2.2 Course Provider: Sussex County Association of REALTORS

4.2.2.1	Course Title:	First Time Home Buyer Financing Programs	Approved
	Credit Hours:	3.0	

4.2.3 Course Provider: The CE Shop, Inc.

4.2.3.1	Course Title:	Basics of Real Estate Taxation	Approved
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	Credit Hours:	6.0
4.2.3.2	Course Title:	Breaking Barriers: Fair Housing Approved
	Credit Hours:	3.0
4.2.3.3	Course Title:	Cracking the Code of Ethics Approved
	Credit Hours:	3.0
4.2.3.4	Course Title:	Diversity: Your Kaleidoscope of Clients Approved
	Credit Hours:	3.0
4.2.3.5	Course Title:	Foundations of Real Estate Finance Approved
	Credit Hours:	6.0
4.2.3.6	Course Title:	From Contract to Keys: The Mortgage Process Approved
	Credit Hours:	6.0
4.2.3.7	Course Title:	Keeping it Honest: Understanding Real Estate & Mortgage Fraud Approved
	Credit Hours:	3.0
4.2.3.8	Course Title:	Real Estate Appraisal for Agents Approved
	Credit Hours:	6.0
4.2.3.9	Course Title:	Real Estate Technology: The Professional's Guide to Success Approved
	Credit Hours:	3.0
4.2.3.10	Course Title:	Selling to Your Sphere of Influence Approved
	Credit Hours:	3.0
4.2.3.11	Course Title:	Title & Escrow: Two Families, One Transaction Approved
	Credit Hours:	3.0

4.2.4 Course Provider: The Frederick Academy of Real Estate

4.2.4.1	Course Title:	Legislative Updates 2010 Denied-Maryland Specific
	Credit Hours:	3.0
4.2.4.2	Course Title:	ADA & Fair Housing Approved
	Credit Hours:	3.0
4.2.4.3	Course Title:	Ethics in Real Estate Approved
	Credit Hours:	3.0
4.2.4.4	Course Title:	Tax Free Exchanges Approved
	Credit Hours:	3.0

4.2.5 Course Provider: Eric Braunstein

4.2.5.1	Course Title:	Quadrennial Code of Ethics, Agent Etiquette Approved Contingent to Submitting the Correct Course Provider
	Credit Hours:	3.0

*4.2.6 Course Provider: Association of Realtors School

4.2.6.1	Course Title:	Real Estate Marketing Reboot Approved
	Credit Hours:	7.0
4.2.6.2	Course Title:	E-Pro Approved
	Credit Hours:	7.0
4.2.6.3	Course Title:	Values of Green Approved
	Credit Hours:	7.0
4.2.6.4	Course Title:	Understanding Real Estate Taxes and the Appeal Process Denied-Pennsylvania Specific
	Credit Hours:	3.0
4.2.6.5	Course Title:	How Does Your CMA Compare to the Appraisal? Approved-Must Add a clear concise statement to the Course Outline

		stating that that agents, by law are not allowed to do appraisals.
	Credit Hours:	3.0
4.2.6.6	Course Title:	Settlement in the Dark; Understanding Settlement and the HUD-1 Approved
	Credit Hours:	7.0
4.2.6.7	Course Title:	Short Sales and Foreclosures Approved
	Credit Hours:	7.0
4.2.6.8	Course Title:	Green Residential Elective Approved
	Credit Hours:	7.0

*4.2.7 Course Provider: Sterling Education Services, Inc.

4.2.7.1	Course Title:	Landlord-Tenant Law Denied-Not Delaware Specific
	Credit Hours:	8.0

Review of Instructor Applications

A motion was made by Ms. Hamilton, seconded by Mr. Tarburton, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below.

Diane Mosley-**Approved to Teach Professional Enhancement Only**

Continuing Education: Salesperson Core Course/Broker Core Course/Delaware Real Estate Commission Property Management Courses/Professional Enhancement: Professional Standards/Ethics/NAR Ethics
Broker's Course: Ethics

Michael McAllister-**Approved to Teach Professional Enhancement Only**

Continuing Education: Legislative Update/ Professional Enhancement: Taxation/Finance/Appraisal/Marketing/Consumer Protection/Legal Aspects/FH Law/RE Ethics/Diversity/Technology/Business Planning/Title & Escrow/Short Sales/HUD Homes/Mortgages

Eric Braunstein-**Approved**

Continuing Education: Legislative Update/Salesperson Course Course/Code of Ethics
Broker's Course: Ethics

Dean Sherwin-**Approved**

Continuing Education: Professional Enhancement: Green Building

Richard Cross-**Approved**

Continuing Education: Professional Enhancement: Landlord Tenant Law/Ethics
Broker's Course: Ethics

William Brady-**Approved**

Continuing Education: Professional Enhancement: Leases/Evictions

Correspondence

Review Donna Klimowicz's Resume for Consideration of Appointment to the Education Committee to Fill a New Castle County Professional Member Vacancy.

The Committee reviewed Donna Klimowicz's resume which was submitted to be considered for appointment to the Education Committee as a New Castle County professional member. A motion was made by Ms. Woerner, seconded by Mr. Tarburton, to recommend Donna Klimowicz to the Real Estate Commission for appointment effective December 2010. Motion unanimously carried.

Other Business Before the Committee (for discussion only)

Mr. Riale stated that the State of Delaware does not currently have a Code of Ethics for Real Estate Professionals. The Committee would like this item to be placed on December's agenda to being the process of possibly developing a draft for the Delaware Code of Ethics.

Mr. Doyle stated that he is on the Delaware Association of Realtors (DAR) Convention Committee. DAR is getting surveys back from the Convention Committee about the courses being held at the convention. Many of the comments were in regards to the monitors who are at each course. Mr. Tims recommend that this information be placed on the DAR Committee agenda.

Public Comment

There was no public comment.

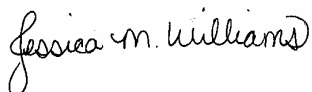
Next Scheduled Meeting

The next meeting will be held on Thursday, December 2, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Hamilton made a motion, seconded by Mr. Doyle, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 12:43 p.m.

Respectfully submitted,



Jessica Williams
Administrative Specialist II